

Message Text

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FM AMCONSUL RIO DE JANEIRO

TO USDOC WASHDC

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AMEMBASSY BRASILIA

AMCONSUL SAO PAULO

UNCLAS RIO DE JANEIRO 0280

SAO PAULO FOR COMMERCIAL COUNSELOR

E.O. 11652: N/A

TAGS: BEXP, BR

SUBJECT: ALERT REPORT -- BIDDERS' REGISTRATION FOR VALEFERTIL

PROJECT

1. SUMMARY. CONGEN REQUESTS SPECIAL USDOC HANDLING OF ANNOUNCEMENT OF BIDDERS' REGISTRATION FOR EQUIPMENT FOR AMMONIUM PHOSPHATE/ TRIPLE SUPERPHOSPHATE COMPLEX IN VALE DO RIO GRANDE, MINAS GERAIS. TOTAL PROJECT COST IS OVER US\$240 MILLION. THERE IS TO BE INTERNATIONAL FINANCE OF US\$130 MILLION, WHICH SHOULD COVER IMPORT COSTS. IN ORDER TO BE INCLUDED IN THE TENDER FOR EQUIPMENT, POTENTIAL SUPPLIERS MUST INDICATE THEIR QUALIFICATIONS AND ITEMS IN WHICH THEY ARE INTERESTED BY FEBRUARY 25. END SUMMARY.

2. VALEFERTIL IS FORMALLY KNOWN AS FERTILIZANTES VALE DO RIO GRANDE S.A. AND IS A SUBSIDIARY OF THE MAJORITY-GOB-OWNED CONGLOMERATE COMPANHIA VALE DO RIO DOCE -- CVRD. ITS HEADQUARTERS IS IN RIO DE JANEIRO. THE \$240 MILLION PROJECT IS BEING ENGINEERED BY A CONSORTIUM OF NATRON, A PRIVATE BRAZILIAN CONSULTING FIRM, AND FLUOR, THE US ENGINEERING FIRM. IT WILL BE FINANCED BY A \$75 MILLION IBRD LOAN, AS WELL AS \$55 MILLION FROM IDB OR OTHER

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INTERNATIONAL SOURCES. IT IS BEING BUILT IN CONJUNCTION WITH A SECOND CVRD PHOSPHATE PROJECT AT TAPIRAI, MINAS GERAIS -- COMPANHIA MINERACAO DO VALE DO PARANAIBA (VALEP) -- WHICH WILL REQUIRE A SEPARATE \$250 MILLION INVESTMENT. VALEP AND A NON-CVRD PLANT TO BE BUILT AT ARAXA (ARAFERTIL), HAS TOTAL INVESTMENT OF SOME \$470 MILLION AND WILL PRODUCE A TOTAL OF 1.1 MILLION TONS OF PHOSPHATE CONCENTRATES (35 PERCENT P205) PER YEAR. VALEFERTIL

WILL BE LINKED BY A 115-KILOMETER SLURRY PIPELINE TO VALEP AND WILL PROCESS ITS CONCENTRATES INTO 306,000 TONS/YEAR OF MAP (MONOBASIC AMMONIUM PHOSPHATE) AND 343,000 TONS/YEAR OF TRIPLE SUPERPHOSPHATE.

3. THE VALEFERTIL COMPLEX WILL CONSIST OF 2 SULFURIC ACID UNITS (1300 TONS/DAY EACH), 2 PHOSPHORIC ACID UNITS (470 TONS/DAY EACH), 1 MAP UNIT (1000 TONS/DAY), AND ONE TRIPLE SUPERPHOSPHATE UNIT (1080 TONS/DAY). FOLLOWING IS A LIST OF SPECIFIC ITEMS FOR WHICH BID REGISTRATION IS DESIRED: (1) PRESSURE VESSELS, SCRUBBERS, STORAGE TANKS; (2) SILOS, PIPING, AND FILTERS; (3) HEAT-EXCHANGERS, RECOVERY BOILERS, REHEATERS; OTHER BOILERS; (4) ROTARY AND GRANULAR DRYERS; (5) MILLS AND SCREENERS; (6) CRUSHERS AND AGITATORS; (7) ACID PUMPS; (8) VACUUM PUMPS; (9) CENTRIFUGAL, ROTARY, AND OTHER PUMPS; (10) BLOWERS AND VENTILATORS; (11) AIR AND AMMONIA COMPRESSORS; (12) STEAM TURBINES AND TURBO-GENERATORS; (13) CONVEYORS; (14) OTHER MATERIALS-HANDLING EQUIPMENT AND LIFT TRUCKS; (15) SULFUR AND OIL BURNERS; (16) SULFUR FILTERS; (17) REFRactories AND OTHER MATERIALS; (18) INSULATING MATERIAL; (19) TUBING, VALVES, AND CONNECTIONS; (20) CONTROL VALVES AND PROCESS INSTRUMENTATION; (21) MOTORS, TRANSFORMERS, AND OTHER ELECTRICAL EQUIPMENT; (22) CABLE AND OTHER ELECTRICAL TRANSMISSION GEAR; (23) COOLING TOWER; (24) SAFETY EQUIPMENT; (25) LAB EQUIPMENT; (26) MECHANICAL AND ELECTRICAL MAINTENANCE EQUIPMENT; (27) CATALYZERS; (28) AMMONIA RAIL CARS; AND (29) STEEL STRUCTURES.

4. POTENTIAL SUPPLIERS SHOULD SUBMIT PRESENTATIONS BY FEB 25 INDICATING CATEGORIES THEY CAN FURNISH, AS WELL AS TECHNICAL UNCLASSIFIED

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CATALOGS AND THE USUAL FIRM HISTORY, INCLUDING DETAILS OF OTHER JOBS PERFORMED; LEAD TIMES; CLIENTS FOR SIMILAR EQUIPMENT IN THE PAST 2-3 YEARS (INCLUDING LOCATIONS WHICH CAN BE VISITED); TIME REQUIRED TO PREPARE A FORMAL BID; SUB-SYSTEMS NORMALLY SUBCONTRACTED; AMOUNT OF SERVICES AND EQUIPMENT TO BE SOURCED FROM BRAZIL; NUMBERS OF EMPLOYEES (SPECIFYING ENGINEERS, TECHNICIANS, OTHER); AND CURRENT FINANCIAL REPORT.

5. IN ITS ANNOUNCEMENT (BEING POUCED TO GARGES AT USDOC), VALEFERTIL RESERVED THE RIGHT TO VERIFY DATA SUPPLIED, TO REJECT POTENTIAL BIDDERS WITHOUT EXPLANATION, TO REQUEST ADDITIONAL INFO, AND TO RESTRUCTURE CATEGORIES OR SUB-TENDERS AS REQUIRED.

6. INTERESTED FIRMS SHOULD SEND QUALIFICATIONS BY REGISTERED AIR MAIL TO: FERTILIZANTES VALE DO RIO GRANDE S.A., A/C CONSORCIO NATRON-FLUOR, RUA DOM GERARDO 40, 20000 RIO DE JANEIRO, RJ - BRAZIL

7. GIVEN SHORT REGISTRATION PERIOD, CONGEN RIO REQUESTS USDOC TO UNDERTAKE A TELEPHONE CAMPAIGN TO ASSURE THAT MOST INTERESTED

U.S. FIRMS ARE AWARE OF REGISTRATION REQUIREMENTS.

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